

# 2012 DoD MENTOR-PROTÉGÉ CONFERENCE 8 MARCH

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US Army Corps of Engineers  
**BUILDING STRONG®**



# TYPES OF SMALL BUSINESSES

- **Small Business**
- **Woman-Owned**
- **Small Disadvantaged - 8(a)**
- **Historically Underutilized Business Zone (HUBZone)**
- **Service Disabled Veteran**



# **CORPS OF ENGINEERS SDVSB AWARDS FY 04 – FY 11**

	<b>Dollars</b>	<b>Percentages</b>
<b>FY04</b>	<b>58.3M</b>	<b>.66%</b>
<b>FY05</b>	<b>111.7M</b>	<b>1.01%</b>
<b>FY06</b>	<b>211.4M</b>	<b>1.40%</b>
<b>FY07</b>	<b>216.7M</b>	<b>1.42%</b>
<b>FY08</b>	<b>542.7M</b>	<b>1.52%</b>
<b>FY09</b>	<b>756.3M</b>	<b>2.82%</b>
<b>FY10</b>	<b>900.1M</b>	<b>3.65%</b>
<b>FY11</b>	<b>982.9M</b>	<b>5.17%</b>
<b>04-11 = \$3 .6 BILLION</b>		



# CORPS OF ENGINEERS SDVSB AWARDS FY 09

TOP 10 IN PERCENTAGES		
1	Detroit	15.25%
2	Chicago	13.19%
3	Little Rock	11.46%
4	Omaha	10.78%
5	Buffalo	8.92%
6	Los Angeles	8.21%
7	Nashville	6.57%
8	New England	5.31%
9	TEC	5.28%
10	Memphis	4.83%
> 11 OTHER OFFICES EXCEEDED 3%		



# CORPS OF ENGINEERS SDVSB AWARDS FY 10

TOP 10 IN PERCENTAGES		
1	Norfolk	15.2%
2	TEC Alexandria	10.9%
3	Detroit	10.1%
4	Los Angeles	9.5%
5	St. Louis	9.4%
6	Seattle	8.4%
7	St. Paul	7.6%
8	Rock Island	6.9%
9	Chicago	6.8%
10	Louisville	6.5%
> 12 OTHER OFFICES EXCEED 3%		



# CORPS OF ENGINEERS SDVSB AWARDS FY 11

TOP 10 IN PERCENTAGES		
1	TEC Alexandria	24.9%
2	Memphis	18.9%
3	Detroit	17.6%
4	St Louis	15.8%
5	Los Angeles	13.7%
6	Omaha	11.1%
7	Charleston	10.83%
8	New England	10.82%
9	CERL	10.6%
10	Rock Island	10.2%
> 17 OTHER OFFICES EXCEED 3%		





# USACE

## SDVSB SUCCESS STORIES

- PARKING LOT – HAMPTON VA MED CTR - **\$1.5M** – MJL INC.
- RENOV – MIAMI VA MED CTR - **\$9.2M** – SDV CONST GROUP
- PUMP STATION REPAIRS, NEW ORLEANS - **\$1.9M** – D & V LLC
- COMMAND CENTER, USAF ACADEMY, CO - **\$4.7M** - JBI CONST
- PARKING GARAGE, VA MED CTR, MA - **\$8.2M** - WILLIAMS BLDG CO.



# USACE

## SDVSB SUCCESS STORIES

- ROOF VAR BLDGS – SALEM VA MED CTR - **\$3.8M** - THE TRADESMAN GROUP
- ENVIRONMENTAL SERVICES – NORFOLK DISTRICT - **\$10M** - INTERSET TECHNOLOGIES
- WETLAND RESTORATION – NORFOLK, VA - **\$795K** – POLU KAI SERVICES
- DREDGE MATERIAL AREAS – JACKSONVILLE-MIAMI - **\$2.8M** - BC PEABODY





# USACE

## SDVSB SUCCESS STORIES

- **LEVEE UPGRADES - NEW ORLEANS - \$4.9M – RCG ENTERPRISES**
- **LEVEE UPGRADES – NEW ORLEANS - \$2.6M - CONQUISITADOR**
- **ARMY RESERVE CTR – PA - \$8.1M - EAGLE 111**
- **ENVIRONMENTAL SERVICES – MA - \$5M - MABBETT ASSOC.**
- **HVAC MAINT/REPAIRS - WEST POINT MILITARY ACADEMY, NY - \$4M - GSE FACILITY SERVICES**



# USACE

## SDVSB SUCCESS STORIES

- FLOOD PROTECTION - AUGUSTA, KS - **\$6.7M** - TERRA CONST
- ROOF REPAIRS, CAMP ROBERTS, CA - **\$1.2M** - JOSEPH MURPHY CONST
- CM SERVICES – PHILADELPHIA DISTRICT - **\$15M** - HOMELAND SECURITY INC.
- DOG KENNEL – SCHOFIELD BARRACKS, HI - **\$1.4M** - POLU KAI
- LAKES/DAM CONST – SAVANNAH DISTRICT - **\$14M** - 5 YEARS – CONSTRUCTION SERVICES GROUP



# USACE

## SDVSB SUCCESS STORIES

- **RENOV BLDG 661 - FT EUSTIS, VA - \$3.2M – EDGEWATER CONST**
- **DINING FACILITY – FT LEE, VA - \$9.1M - IRONBRIDGE CONST**
- **DINING FACILITY - FT LEE, VA - \$6.8M – LEEBCOR SERVICES**



# USACE

## SDVSB/VET SB SUCCESS STORIES

### ARLINGTON NATIONAL CEMETERY (ANC)

- RENOV ADMN FAC - **\$1.1M** - MANAGEMENT SOLUTIONS - VETSB
- FLAGESTONE PAVERS - **\$480K** - ROUBIN & JANEIRO – SDVSB
- RENOV VISITORS CENTER - **\$578K** – EBA ENTERPRISES - SDVSB
- LANDSCAPING/IRRIGATION - **\$475K** – KNIGHT SOLUTIONS - SDVSB



# CURRENT SDVSB OPPORTUNITIES

- RENOV BLDG 21 – VA MED CTR, SALISBURY, NC - \$25K-\$100K
- RENOV BLDG 110B – VA MED CTR, HAMPTON, VA - \$500K-\$1M
- RENOV BLDG 2 – VA MED CTR, SALISBURY, NC - \$25K-\$100K
- RENOV BLDG 1 – VA MED CTR, SALISBURG, NC - \$500K-\$1M
- SECURITY GATE – VA MED CTR, SALISBURY, NC - \$500K- \$1M
- RENOV BLDG 6 – VA MED CTR, SALISBURY, NC -\$500K-\$1M
- IDIQ – INDUSTRIAL HYGIENE SERVICES – GSA DC - \$2M – 5 YEARS
- PTSD CLINIC, VA MED CTR, CHARLESTON, SC - **USACE** - \$8M-\$9M
- MATOC – **ARLINGTON NAT CEMETERY**, **USACE** - \$35M – 5 YEARS



# CURRENT VETERAN SB OPPORTUNITIES

- STORAGE FAC, VA MED CTR, SALISBURY, NC  
\$300K-\$500K - **VETERAN SB SET-ASIDE**





# **UPCOMING SDVSB OPPORTUNITIES USACE**

- **DoDEA SCHOOL MATOCS - NC & SC - \$180M – 5 YRS**
- **DoDEA SCHOOL HVAC REPAIRS – FT KNOX, KY - \$6M – 5 YRS**
- **VA HOSPITAL RENOV – SAN FRANCISCO DISTRICT - \$5M-\$10M**
- **BERM REPAIR – ST PAUL DISTRICT - \$500K-\$1M**
- **ENGINEERING SERVICES – MOBILE DISTRICT - \$10M**



# **UPCOMING SB OPPORTUNITIES NORFOLK DISTRICT**

- **DoDEA SCHOOL MATOCS – GA & AL - \$230M – 5 YRS**
- **RENOV BLDG 42 – DSCR - \$3M-\$4M – SB SET-ASIDE**
- **RENOV BLDG 56 – DSCR - \$1M-\$2M – HUBZONE SET-ASIDE**
- **RENOV BLDG 70 – DSCR - \$500K-\$700K – WOSB SET-ASIDE**
- **PAVEMENT REPAIRS – DSCR - \$1M-\$2M – 8(a)**



# HOW TO FIND SB OPPORTUNITIES

- > **FEDERAL BUSINESS OPPORTUNITIES – [fbo.gov](http://fbo.gov)**
- **AGENCY HOME PAGES - [usace.army.mil](http://usace.army.mil) – [nao.usace.army.mil](http://nao.usace.army.mil)**
- **PROCUREMENT TECHNICAL ASSISTANCE CENTERS – [ptac.com](http://ptac.com)**



# USACE

## MY CONTACT INFORMATION



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# Questions/Comments?

